PE 308 Theory and Psychology of Coaching

Chapter 7 Motivating Your Athletes

Key Concepts

- Coaches should help athletes meet the two most important needs of athletes – to have fun and to feel worthy.
- Coaches should help athletes feel worthy by making them feel competent and successful.
- Coaches can help reduce an athlete’s fear of failure.

Key Concepts

- Athlete motivation can be enhanced through goal setting, which helps the athletes focus on achieving their own personal goals rather than on winning.

- Athlete motivation can be enhanced by reducing anxiety and stress.

Intrinsic and Extrinsic Rewards

- 1. Intrinsic Rewards – those feelings that are internally satisfying when athletes participate in sport.

- 2. Extrinsic Rewards – rewards that are provided to athletes by others, or externally. Trophies, medals, money, praise, and trips are examples.

Two Important Needs of Athletes

- 1. **The Need To Have Fun**
  - a. Optimal activation (the flow experience)
  - b. Creating conditions to optimize activation
  - c. Other sources of fun

- 2. **The Need To Feel Worthy**
  - a. How winners think – motivated to achieve success
    1. Failure is caused by lack of effort, thereby increasing motivation
  - b. How losers think – motivated to avoid failure
    1. Protecting self-worth
    2. Minimum effort
    3. Rejection of success
    4. Self-fulfilling prophecy
    5. How athletes learn to fear success

Enhancing Athletes' Motivation

- 1. Mentality That Success is Not Defined by Winning

- 2. Using Goal Setting to Enhance Motivation
  - a. Setting realistic personal goals
  - b. Setting measurable, realistic personal goals
  - c. Setting team goals
  - d. Consequences of setting personal goals
  - e. Recognizing athletes' limitations
  - f. Goal-setting guidelines

Motivation and Anxiety

- 1. Activation – Performance Relationship
- 2. Causes of Anxiety
  - a. Athlete uncertainty
  - b. Coaches’ pep talks
  - c. Emphasis on winning
  - d. Coaches’ stress